

Message Text

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PAGE 01 STATE 104280
ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00
USIA-15 /042 R

DRAFTED BY COM/OED/DEPD/STAN HAYS - EB/OCA/CM/JJREILLY
APPROVED BY EB/OCA:CCUELLIN
EB/EX/FRANCES WILSON
EUR/RPE/RALPH BRESLER

-----072044Z 078261 /61

R 070020Z MAY 77
FM SECSTATE WASHDC
TO AMEMBASSY BONN
INFO AMEMBASSY BERLIN
AMCONSUL BREMEN
AMCONSUL DUSSELDORF
AMCONSUL FRANKFURT
AMCONSUL HAMBURG
AMCONSUL MUNICH
AMCONSUL STUTTGART

UNCLAS STATE 104280

E.O. 11652: N.A.

TAGS: BEXP

SUBJECT: FUNDING OF FOREIGN BUYER PROGRAM ESCORT EXPENSES

REF: BONN 05163

1. POSTS' INNOVATIVE PLANNING FOR "RED CARPET" FOREIGN
BUYER GROUPS TO FIVE FOREIGN BUYER PROGRAM SUPPORTED SHOWS
IN FY 1978 IS COMMENDED BY STATE AND COMMERCE.

2. BUDGET AVAILABLE TO BOTH AGENCIES FOR FUNDING OF POST
ESCORTS FOR FOREIGN BUYER GROUPS IS MODEST AND MUST BE ALLO-
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CATED TO MEET FBP ESCORT-FUNDING REQUESTS FROM POSTS GLOBALLY.
STATE AND COMMERCE CANNOT AT THIS TIME COMMIT THEMSELVES FAR
IN ADVANCE TO FUNDING ESCORT COSTS. EACH POST'S REQUEST IS
EVALUATED ON ITS OWN MERITS FOLLOWING RECEIPT OF NOTIFICA-
TION THAT A BUYER GROUP HAS BEEN FORMED AND OF CONVINCING
JUSTIFICATION THAT THE ASSISTANCE OF AN ESCORT IS ESSENTIAL
TO THE SUCCESS OF THE GROUP AND IS LIKELY TO APPRECIABLY IM-

PROVE POSSIBILITIES OF U.S. EXPORT SALES. ALTHOUGH THIS PROCEDURE DOES NOT ALLOW THE POST TO RECRUIT BUYER GROUPS WITH A PROMISE OF AN ESCORT OFFICER, THE POST CAN ALWAYS OFFER THE REGULAR SERVICES PROVIDED FBP SHOW VISITORS SUCH AS INTERPRETER ASSISTANCE AND SCHEDULING OF BUSINESS

APPOINTMENTS.

3. ACCORDINGLY, STATE AND COMMERCE WOULD BE PLEASED TO CONSIDER CASE-BY-CASE REQUESTS FOR PARTIAL FUNDING OF ESCORT COSTS IN SUPPORT OF GERMAN BUYER GROUPS TO INTELCOM '77 AND OTHER FY 1978 FBP SHOWS, FOLLOWING FORMATION OF BUYER GROUPS TO THESE EVENTS. POSTS ARE ASKED TO INCLUDE WITH THEIR REQUESTS INFORMATION REGARDING: (A) THE COST OF AN ESCORT'S ROUND-TRIP TRAVEL TO THE SHOW ONLY; (B) THE COMPLETE ITINERARY OF THE BUYER GROUP AND THE EXTENT TO WHICH IT WILL ENGAGE IN NON-BUSINESS ACTIVITIES IN THE U.S.; (C) THE NUMBER OF SPOUSES AND OTHER NON-BUSINESS TRAVELERS ACCOMPANYING THE GROUP; (D) THE SHARE OF THE ESCORT'S TRAVEL AND PER DIEM THE POST AND TRAVEL AGENT/AIRLINE IS PREPARED TO FUND. (E) WHETHER THE TRAVEL AGENT OR AIRLINE IS PROVIDING A SEPARATE ESCORT; (F) THE REASONS WHY THE POST BELIEVES AN OFFICIAL ESCORT IS NEEDED, E.G. LACK OF KNOWLEDGE OF THE U.S. MARKET ON THE PART OF THE BUSINESSMEN, ETC. CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Sent Date: 07-May-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE104280
Document Source: CORE
Document Unique ID: 00
Drafter: EB/OCA/CM/JJREILLY
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
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Litigation Codes:
Litigation History:
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Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 BONN 5163
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 07-Oct-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2608238
Secure: OPEN
Status: NATIVE
Subject: FUNDING OF FOREIGN BUYER PROGRAM ESCORT EXPENSES
TAGS: BEXP
To: BONN
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/259c0799-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009